



TAHOE DONNER™ – TRUCKEE UPDATE, FEBRUARY 14TH, 2007

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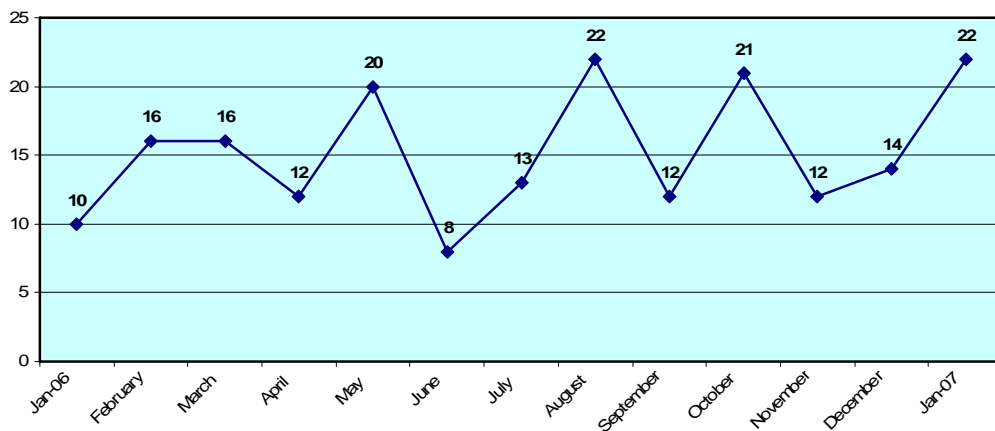
Tahoe Donner® Market Snapshot for January 31, 2007

All data from Tahoe Sierra Board of Realtors MLS - Data is deemed reliable but not guaranteed.

Single family homes	Quantity	Average asking price	Median asking price	Average sold price	Median sold price
For sale	99	\$969,594	\$799,000		
In escrow	21	\$731,398	\$699,000		
Sold	13	\$721,762	\$730,000	\$711,154	\$730,000
Condominiums					
For sale	32	\$435,722	\$434,500		
In escrow	3	\$532,333	\$499,000		
Sold	1	\$469,000	\$469,000	\$465,000	\$465,000
Lots					
For sale	37	\$361,186	\$339,500		
In escrow	4	\$264,450	\$264,000		
Sold	1	\$169,950	\$169,000	\$161,950	\$169,950

We experienced a significant increase in buyer activity during January with a total of 22 homes being placed in escrow. As can be seen in the chart below, this equals the highest monthly escrow openings of 2006. A good start for the year!

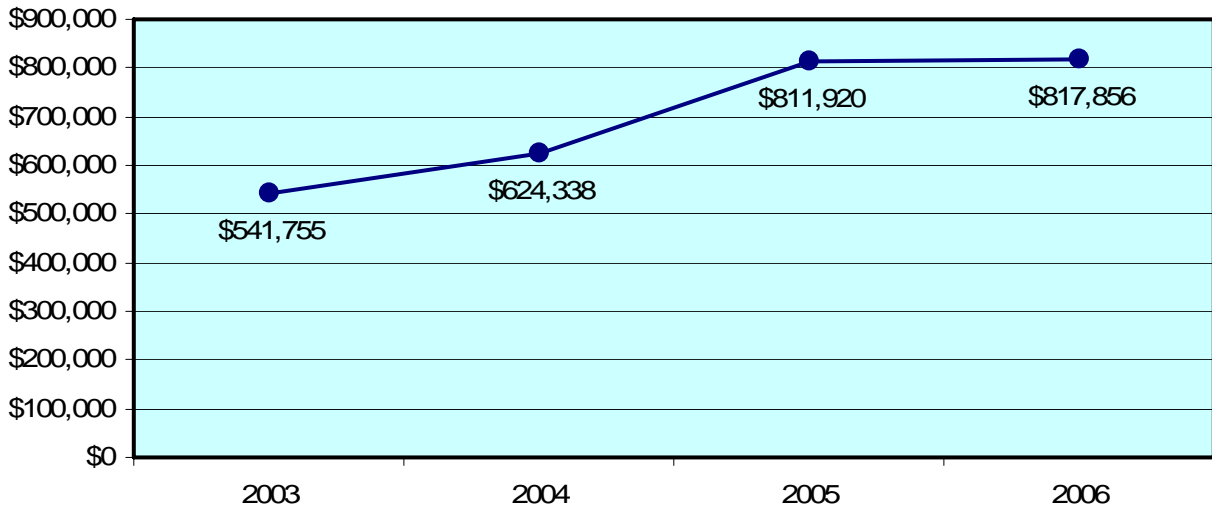
Tahoe Donner Single Family Homes - Placed in Escrow January 2006 - January 2007



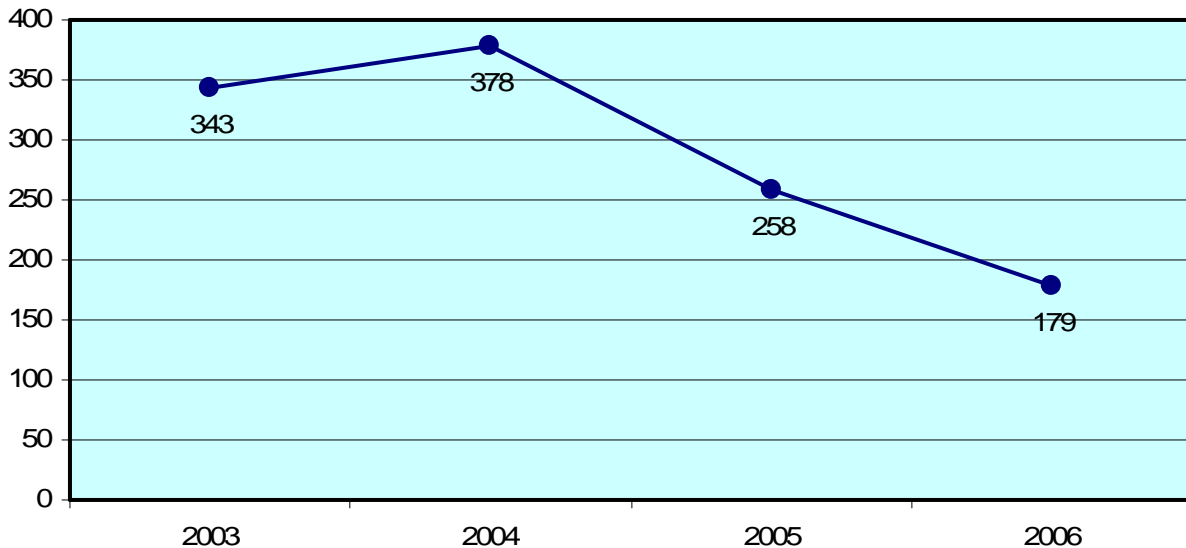
While the nation-wide slowdown in real estate definitely had an impact on the Tahoe Donner™ – Truckee market, that impact is mitigated by the unique nature of our mountain surroundings and the nature of our housing market. We have a limited amount of buildable land much of which is already developed, destined for development, or preserved as open space or National Forest. And our market is dominated by Tahoe Donner™ and other resort home communities where homes are purchased with discretionary funds, and sellers are not pressured by the typical factors presented within the primary home markets – they may want to sell but usually can wait for better market conditions. Our market is further bolstered by the many new projects that serve to increase our popularity as a destination resort area.

Historical Data: Sales for 2006 within Tahoe Donner™ have been impacted by the slow down of the national housing market. Sales price appreciation has leveled off from the high increases of previous years, and the number of units sold has seen a significant decline. Agents and buyers are closely monitoring market trends and buyers have been especially cautious. Properties that were priced right to market did sell fairly quickly – as demonstrated by 27 homes (15%) going into contract within 15 days of listing in 2006 - while those priced to past market performance languished until their asking price was reduced.

Tahoe Donner Single Family Homes - 2003-2006 Average Sales Price

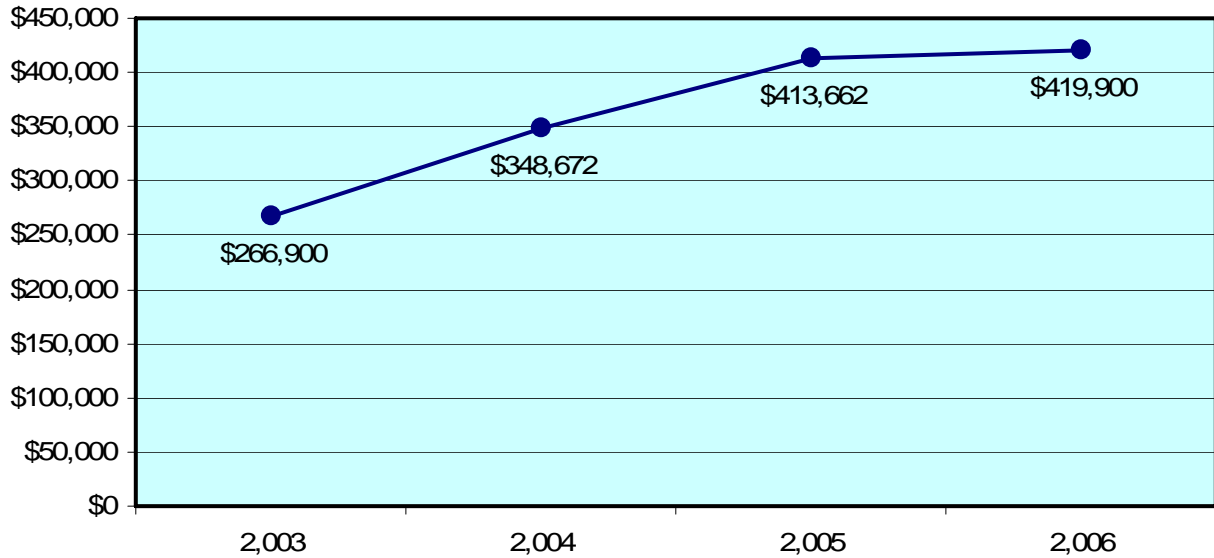


Tahoe Donner Single Family Homes - 2003-2006 Units Sold

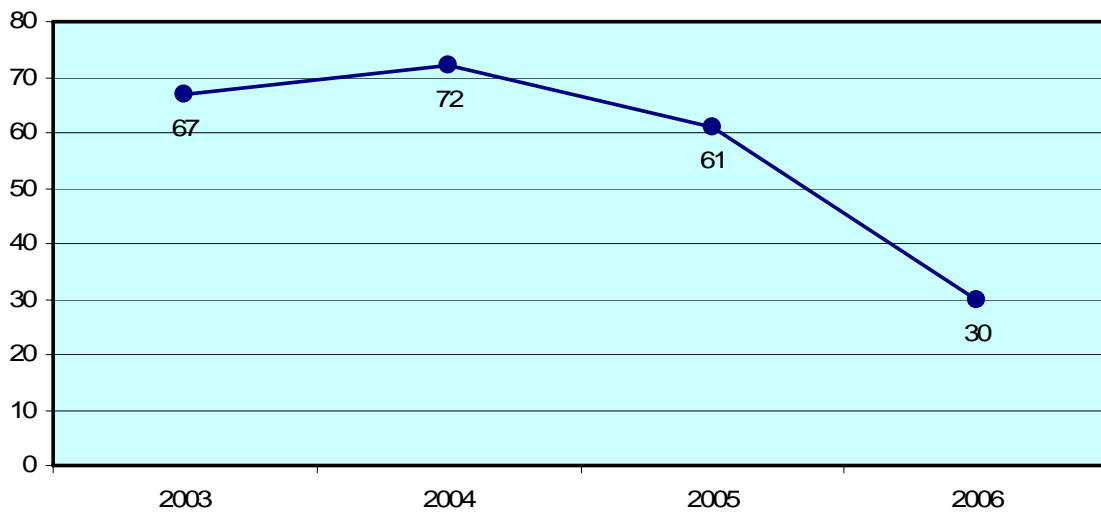


The Tahoe Donner™ condominium market suffered more than the single family home market in 2006. It did experience a modest rise in the average sales price but had a sharp decline in number of sales. As with homes, condos that were priced to market did sell with 8 of the 30 entering into contract (27%) with 15 days of listing.

Tahoe Donner Condominiums - 2003-2006 Average Sale Price

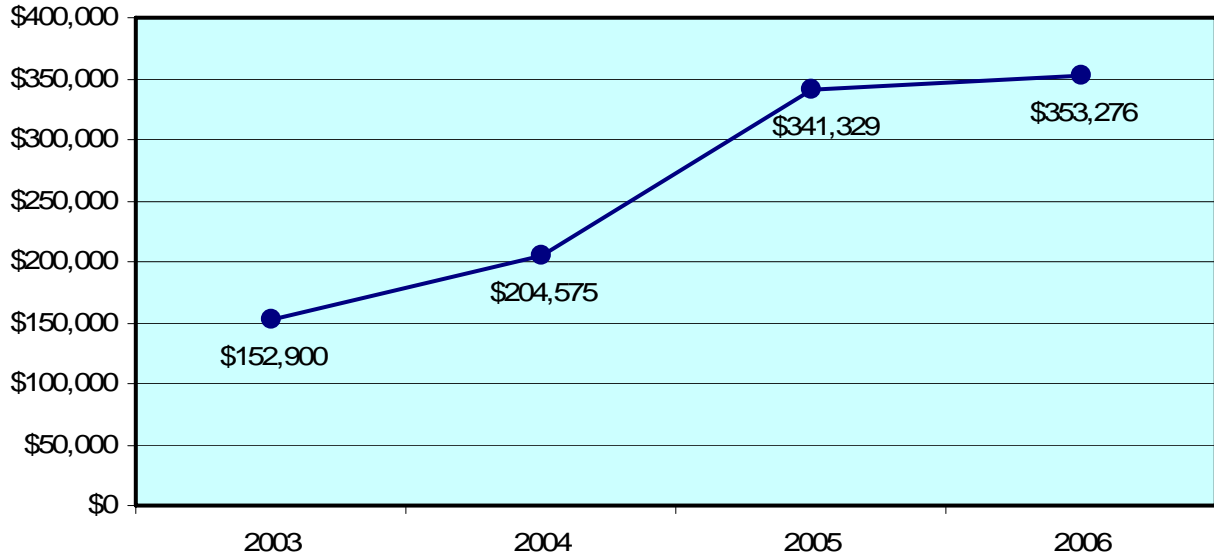


Tahoe Donner Condominiums - 2003-2006 Units Sold

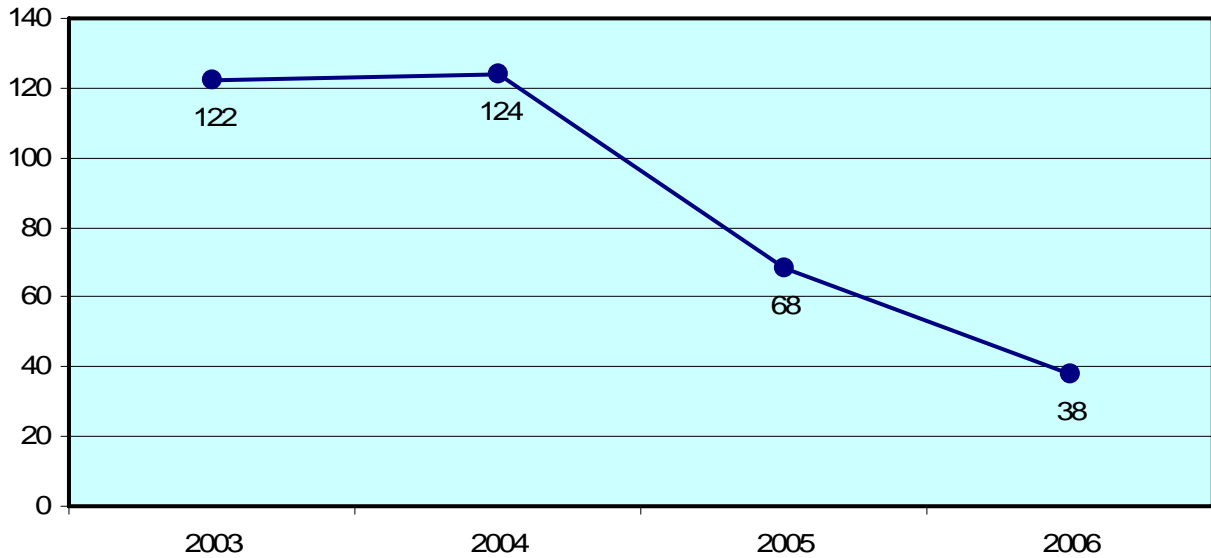


The sales of Tahoe Donner™ lots were also very soft for 2006 with spec builders being noticeably absent from the market – like other buyers they are maintaining a “wait and see” position.

Tahoe Donner Lots - 2003-2006 Average Sale Price



Tahoe Donner Lots - 2003-2006 Units Sold



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In summation: We continue to have a good selection of homes at most price points, sellers are aware they need to negotiate, prices are adjusting to match the market, interest rates remain low and our area continues to be an attractive destination – so now is a good time for you select your “Dream Vacation Home”!

Send your personal wish list for that “Dream” second home to me and I’ll send you information and photos of all homes that fit your “Dream”. Send to pete@tdhomes.com

Reminder all Tahoe Donner – Truckee homeowners:

1. It is vital that heating appliance external vents not be blocked by snow, or any other obstruction.
2. July 15th, 2007 now marks the deadline for the removal of any non-EPA2 certified woodstoves and fireplace inserts from your properties, as mandated by the Town of Truckee - a 1 year extension of the prior published date.
3. Painting/Staining – If it’s in your plans this year, get those bids during the Winter – established vendors can get too busy to give free bids in the available exterior Summer working months... Interior work will also likely get the best bid, if quoted and completed in the Winter.



The merger of **Keller Williams Realty** and **Boice Countryside, Realtors**® last January has successfully evolved, and our energized enterprise, **Keller Williams Boice Realty**, has helped facilitate the growth and evolution of **The North Woods Group**. This year we have added Donna Gogain, Sarah Bradford, and recently, David Donnelly. There are now 8 of us, comprised of 5 dedicated agents, a webmaster/agent, and 2 very capable licensed assistants. The term “assistant” is really a misnomer, as our structure and cross-training has allowed both Jessica and Sarah to continue to develop and utilize their initiative, talents and abilities, fostering their own careers within our Group. You may also have noticed our significant increased investment in our advertising and marketing. This is proving to be of great value to our clients, as is the extended coverage and services provided by our team.

Area news and events

Want to learn about fly fishing the Sierra?

Then check out the annual Fly Fishing Show to be held at the Alameda County Fairgrounds on February 23-25. Show hours will be 10 a.m.-6 p.m. on Friday, 9 a.m.-5:30 p.m. on Saturday and 9 a.m.-4:30 p.m. on Sunday. Admission for an adult is \$14 for one day, \$24 for a two-day pass and \$32 for a three-day pass. Children younger than 12 get in for \$2.

*The North Woods Group wants to hear from you!
Preparing to buy that “Dream Vacation Home?”*

Let us help you!

Call Pete at (800)593-3535

pete@tdhomes.com

